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AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

NON-FINANCE LEASING (CLOSED-END)

YEARS 1980 AND 1979

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COMPARATIVE ANALYSIS OF AVERAGE PER UNIT PER MONTH COSTS

YEARS 1980 AND 1979

			Increase (Decrease)		
	1980	1979	Amount	Percentage	Percentage of Total
Operating costs:					
Depreciation	$149.72	$134.66	$15.06	11.2%	53.2%
Repairs and maintenance	30.41	30.15	.26	.9	.9
Insurance	14.32	13.69	.63	4.6	2.2
License tags and taxes	7.82	7.40	.42	5.7	1.5
Interest	45.74	34.51	11.23	32.5	39.7
Delivery	2.64	2.90	(.26)	(9.0)	(.9)
Total operating costs	250.65	223.31	27.34	12.2	96.6
General and administrative	25.64	24.67	.97	3.9	3.4
Total costs	$276.29	$247.98	$28.31	11.4%	100.0%
Average months in operation	27.4	26.6			

ANALYSIS OF PER UNIT PER MONTH COSTS FOR THE YEAR 1980

	Depreciation %	Depreciation Amount	Repairs and Maintenance (Page 4)	Insurance (Page 5)	Tags and Taxes (Page 6)	Interest Expense (Page 7)	Delivery	Total Operating Costs	General and Administrative (Page 8)	Total Costs	% of Chev., Ford and Ply. in Fleets (Page 9)
Less than 1000 cars											
A	2.08	$155.00	$20.00	$20.00	($ 2.50)	($83.00)	$ -	$280.50	($40.00)	$320.50	45
B	2.50	166.56	(1.90)	(2.20)	5.22	(64.66)	-	240.54	29.17	269.71	65
C	2.25	140.09	26.38	16.60	(2.92)	53.43	3.53	242.95	27.41	270.36	-
D	2.25	156.05	18.53	13.70	(1.68)	39.54	(.55)	230.05	25.39	255.44	41
E	2.50	(204.00)	-	-	-	(63.17)	-	267.17	22.90	290.07	2
F	1.80	124.27	44.85	5.98	(1.50)	52.57	-	229.17	29.58	258.75	9
G	2.25	174.95	36.59	(28.73)	(21.53)	49.85	-	311.65	(44.64)	356.29	34
H	2.50	177.50	24.79	11.39	(2.50)	46.52	-	262.70	13.80	276.50	73
I	2.25	154.00	-	16.00	14.00	40.00	1.00	225.00	30.00	255.00	65
J	2.00	166.51	-	-	-	47.27	-	213.78	23.30	237.08	92
Average costs		157.21	28.52	13.96	9.61	47.03	2.27	258.60	25.19	283.79	
1000-1999 cars											
K	2.20	176.00	-	18.00	5.06	56.24	2.66	257.96	35.57	293.53	49
L	2.00	150.00	-	8.76	(2.00)	42.96	-	203.72	21.95	225.67	88
M	2.50	159.96	25.54	10.33	9.49	32.69	(.22)	238.23	(12.37)	250.60	62
N	2.25	146.27	39.45	18.07	13.24	39.80	3.10	259.93	32.91	292.84	77
O	2.20	140.00	25.00	10.00	4.00	48.00	1.00	228.00	23.00	251.00	63
Average costs		154.45	30.00	13.03	7.95	43.94	2.25	251.62	28.36	279.98	
Over 2000 cars											
P	2.25	142.78	23.69	12.49	9.63	39.97	(.76)	229.32	27.63	256.95	48
Q	2.25	141.75	39.06	22.05	4.04	(61.32)	5.21	273.43	33.52	306.95	43
R	2.50	157.50	33.83	19.23	7.81	37.12	3.10	258.59	28.10	286.69	70
S	1.95	139.37	39.00	14.00	(17.25)	55.00	(10.00)	274.62	23.85	298.47	-
T	2.40	155.75	38.99	(27.38)	(14.66)	51.09	(.53)	288.40	28.95	317.35	71
U	-	118.23	30.94	15.29	(2.19)	40.91	-	207.56	15.08	222.64	62
V	2.50	(185.00)	-	-	(.42)	54.70	(.71)	240.83	15.08	255.91	45
W	2.15	122.80	19.98	11.59	5.71	40.75	-	200.83	(12.61)	213.44	61
X	2.00	128.58	-	-	-	46.29	1.50	176.37	(8.83)	185.20	61
Average costs		138.35	32.21	15.78	6.80	45.73	3.27	242.14	24.60	266.74	
Combined average costs		149.72	30.41	14.32	7.82	45.74	2.64	250.65	25.64	276.29	

REPAIRS AND MAINTENANCE

	Per Unit Per Month Costs					Maintenance "Cap" or Budget Provision	Limit Tires Furnished		Non-Authorized Repairs Limitation	Mileage Limitation		Average Annual Per Unit Mileage	Average months in operation	Composition of Fleets	
	Mechanical Repairs and Maintenance	Lubrication (Oil and Grease)	Tires	Administrative Salaries	Total						Miles Annual			Full Maintenance %	Non-Maintenance %
Less than 1000 cars															
A	-	-	-	-	$20.00	No	Yes	2	$ 25	Yes	25,000	20,000	24	65	35
B	-	-	-	-	(1.90)	Yes	Yes	-	55	Yes	20,000	40,000	26	-	100
C	$26.38	-	-	-	26.38	Yes	Yes	4	45	Yes	25,000	49,935	27	18	82
D	12.44	($ .80)	$ 3.68	$1.61	18.53	No	Yes	4	35	Yes	25,000	25,000	24	66	34
E	-	-	-	-	-	-	-	-	-	-	-	-	30	-	-
F	36.48	1.42	6.95	-	44.85	No	Yes	4	100	Yes	Various	15,000	36	1	99
G	16.84	(6.90)	10.81	2.04	36.59	No	Yes	4	25	Yes	25,000	25,000	36	48	52
H	16.78	-	7.59	.42	24.79	Yes	Yes	Various	50	Yes	Various	52,000	26	51	49
I	-	-	-	-	-	-	-	-	-	Yes	24,000	28,000	30	-	100
J	-	-	-	-	-	-	-	-	-	Yes	-	-	30	-	100
1000-1999 cars															
K	-	-	-	-	-	-	Yes	-	-	-	-	-	26	-	-
L	-	-	-	-	-	No	No	-	30	Yes	25,000	25,000	24	40	60
M	19.74	1.79	3.41	.60	25.54	No	Yes	-	50	Yes	24,000	55,000	27	50	50
N	26.10	3.09	9.21	1.05	39.45	Yes	Yes	2	50	Yes	25,000	48,000	27	60	40
O	16.00	-	9.00	-	25.00	Yes	No	-	25	Yes	Various	25,000	27	75	25
Over 2000 cars															
P	-	-	-	-	23.69	No	Yes	Various	40	Yes	Various	42,000	30	46	54
Q	30.13	-	7.77	1.16	39.06	No	Yes	3	40	Yes	Various	24,900	20	50	50
R	20.93	2.80	9.11	.99	33.83	Yes	Yes	2	35	Yes	24,000	25,000	28	40	60
S	21.00	4.50	(12.00)	1.50	39.00	No	Yes	4	35	Yes	48,000	55,000	25	60	40
T	24.04	2.00	5.00	(7.95)	38.99	No	Yes	4	25	Yes	Various	25,000	30	38	62
U	19.94	(5.50)	5.00	.50	30.94	No	Yes	3	25	Yes	25,000	25,000	24	2	98
V	-	-	-	-	-	No	-	-	-	Yes	20,000	35,000	24	-	100
W	12.32	1.37	4.33	1.96	19.98	No	Yes	4	43	Yes	24,000	52,000	26	4	96
X	-	-	-	-	-	No	-	-	-	No	-	-	31	-	100
Average costs-1980	21.37	2.42	6.82	1.18	30.41										
Average costs-1979	19.46	2.45	7.29	1.02	30.15										

INSURANCE-COLLISION AND COMPREHENSIVE (C&C) AND UMBRELLA LIABILITY

	Per Unit Per Month Costs								Charge back to Lessees Through Deductibles		PL & PD Insurance Available
	Gross C&C Costs	Less Recoveries	Net C&C Costs	Add Insurance Salaries	Total C&C Costs	Add Umbrella Liability	Total Costs	Self Insured		Amount	
Less than 1000 cars											
A	-	-	-	-	-	-	$20.00	No	Yes	$250	Yes
B	-	-	-	-	-	-	(2.20)	No	Yes	250	No
C	$15.00	-	$15.00	-	$15.00	$1.60	16.60	Yes	Yes	250	No
D	-	-	10.76	.40	11.16	2.54	13.70	Yes	Yes	100	No
E	-	-	-	-	-	-	-	Yes	Yes	250	No
F	-	-	-	-	-	5.98	5.98	No	Yes	100	Yes
G	(22.25)	-	(22.25)	.49	(22.74)	5.99	(28.73)	No	Yes	200	Yes
H	10.82	-	10.82	-	10.82	.57	11.39	No	Yes	250	Yes
I	19.00	7.00	12.00	1.00	13.00	3.00	16.00	No	Yes	200	No
J	-	-	-	-	-	-	-	-	-	-	No
1000-1999 cars											
K	-	-	15.00	-	15.00	3.00	18.00	No	Yes	400	Yes
L	8.76	-	8.76	-	8.76	-	8.76	Yes	No	-	Yes
M	-	-	9.83	.50	10.33	-	10.33	Yes	Yes	100	No
N	17.08	2.14	14.94	1.01	15.95	2.12	18.07	Yes	Yes	150	No
O	-	-	10.00	-	10.00	-	10.00	Yes	Yes	200	Yes
Over 2000 cars											
P	-	-	10.85	.91	11.76	.73	12.49	Yes	-	-	Yes
Q	17.91	(.66)	17.25	3.48	20.73	1.32	22.05	Yes	Yes	250	Yes
R	21.27	6.09	15.18	2.19	17.37	1.86	19.23	Yes	Yes	150	Yes
S	-	-	12.50	1.25	13.75	.25	14.00	Yes	Yes	275	Yes
T	(41.68)	(21.87)	19.81	2.57	(22.38)	5.00	(27.38)	Yes	Yes	200	Yes
U	19.20	4.43	14.77	.25	15.02	.27	15.29	Yes	Yes	175	Yes
V	-	-	-	-	-	-	-	Yes	No	-	No
W	9.33	(.71)	8.62	2.51	11.13	.46	11.59	Yes	Yes	250	Yes
X	-	-	-	-	-	-	-	No	-	-	Yes
Average costs-1980	15.37	4.92	12.88	1.38	13.32	2.30	14.32				
Average costs-1979	15.57	3.74	11.72	1.32	12.94	1.52	13.69				

LICENSE TAGS, STATE AND LOCAL TAXES

	Per Unit Per Month Costs			Charge Back Taxes to Lessees
	Total	License Tags	State and Local Taxes	
Less than 1000 cars				
A	($ 2.50)	-	-	All
B	5.22	-	-	All
C	(2.92)	$2.92	-	All
D	(1.68)	-	-	All
E	-	-	-	-
F	(1.50)	1.50	-	All
G	(21.53)	1.77	($19.76)	All
H	(2.50)	2.50	-	All
I	14.00	6.00	8.00	None
J	-	-	-	All
1000-1999 cars				
K	5.06	5.06	-	All
L	(2.00)	2.00	-	All
M	9.49	-	-	Portion
N	13.24	5.10	8.14	Portion
O	4.00	-	-	Portion
Over 2000 cars				
P	9.63	2.13	7.50	None
Q	4.04	4.04	-	All
R	7.81	5.77	2.04	Portion
S	(17.25)	4.25	13.00	All
T	(14.66)	1.86	12.80	Portion
U	(2.19)	2.19	-	All
V	(.42)	-	-	Portion
W	5.71	-	-	All
X	-	-	-	All
Average costs-1980	7.82	3.36	8.58	
Average costs-1979	7.40	3.11	7.78	

INTEREST EXPENSE

Less than 1000 cars	Per unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Percentage Over Prime Rate	Compensating Balance Required	% of Loan Balance	Loan Commitment Fee Required
A	($83.00)	100	2.25	-	1.50	No	-	No
B	(64.66)	100	2.25	15.00	1.00	No	-	No
C	53.43	100	2.25	15.65	1.00	No	-	No
D	39.54	95	2.00	14.07	1.25	No	-	No
E	(63.17)	100	2.00	14.70	1.25	No	-	No
F	52.57	100	2.00	14.50	1.63	No	-	No
G	49.85	100	2.25	15.50	1.75	No	-	No
H	46.52	----Capital Loan----		14.75	.50	No	-	No
I	40.00	100	2.50	14.50	2.00	Yes	10	Yes
J	47.27	100	2.00	14.00	1.00	No	-	No
1000-1999 cars								
K	56.24	100	2.00	13.40	1.00	No	-	No
L	42.96	100	2.20	13.00	1.00	Yes	5	No
M	32.69	-	-	15.00	.25	No	-	No
N	39.80	100	2.25	12.00	1.50	Yes	10	Yes
O	48.00	100	2.50	13.52	1.00	Yes	10	No
Over 2000 cars								
P	39.97	100	2.25	11.90	1.00	No	-	No
Q	(61.32)	100	2.25	16.00	1.00	No	-	No
R	37.12	95	2.50	12.50	.50	No	-	No
S	55.00	100	2.50	-	.88	Yes	8	Yes
T	51.09	100	2.40	15.00	1.25	No	-	No
U	40.91	100	2.25	14.50	.75	No	-	No
V	54.70	100	-	11.80	-	No	-	No
W	40.75	100	2.25	14.38	.63	Yes	Various	Yes
X	46.29	100	2.40	13.40	1.00	No	-	No
Averages-1980	45.74	99.55%	2.25%	14.05%	1.07%			
Averages-1979	34.51	99.80%	2.29%	12.37%	1.23%			

GENERAL AND ADMINISTRATIVE EXPENSES

	Total	Principal(s) Salary	Advertising	Travel & Promotions	Tel. & Tel.	Occupancy (Rent, etc.)	Office Expense	Data Process.	Profess. Fees	Adm. Salaries	Sales Salaries	Taxes	Insurance	Other
Less than 1000 cars														
A	($40.00)	-	-	-	-	-	-	-	-	-	-	-	-	-
B	29.17	$ 5.52	$ .99	.17	$ .80	$3.87	$1.05	-	$1.92	$ 5.49	$2.86	$ .89	-	$5.61
C	27.41	2.76	.16	$1.77	1.30	1.69	.37	$1.50	.79	6.53	6.09	1.44	$ 3.01	-
D	25.39	2.26	.32	.84	.60	2.58	2.14	-	.64	3.09	6.11	1.18	1.21	4.42
E	22.90	3.97	.43	.04	.27	.26	.42	1.18	1.63	7.81	5.94	.95	-	-
F	29.58	10.37	3.25	1.43	.16	1.03	1.42	-	1.15	2.17	6.59	.70	-	1.31
G	(44.64)	13.10	.81	1.61	1.63	1.84	.80	-	2.09	10.15	1.16	2.05	.81	8.59
H	13.80	1.82	.01	.31	.43	.50	1.17	.75	.36	3.55	1.50	1.22	-	2.18
I	30.00	10.00	1.00	1.00	1.00	4.00	2.00	-	1.00	5.00	1.00	2.00	2.00	-
J	23.30	2.15	3.61	1.26	.47	1.96	1.05	-	.47	6.42	-	1.45	3.22	1.24
1000-1999 Cars														
K	35.57	3.59	.69	1.85	2.23	.34	1.82	-	1.57	8.59	3.78	1.52	.95	8.64
L	21.95	-	.20	.46	1.43	1.04	.90	1.20	.27	11.13	-	.09	.18	5.05
M	(12.37)	.76	.37	.40	.63	.64	1.25	-	1.45	4.48	.22	.34	.49	1.34
N	32.91	5.16	1.27	.97	1.00	2.71	2.62	1.29	.63	12.09	1.12	.90	.99	2.16
O	23.00	-	-	-	1.00	2.00	1.00	1.00	1.00	6.00	4.00	1.00	3.00	3.00
Over 2000 Cars														
P	27.63	.43	1.26	1.54	.84	1.66	1.88	1.21	.81	8.63	6.31	.13	1.18	1.75
Q	33.52	-	1.57	2.24	.89	2.90	2.12	.53	.79	12.69	4.24	1.73	2.59	1.23
R	28.10	-	3.09	2.02	.99	2.11	1.76	1.01	1.12	8.12	6.10	.96	.82	-
S	23.85	2.50	.25	.35	1.50	2.00	1.25	.25	1.25	10.00	1.50	1.00	.50	1.50
T	28.95	3.14	.75	.16	2.47	2.07	1.65	.80	1.47	5.40	5.38	2.20	.10	3.36
U	15.08	-	-	-	-	-	-	-	-	-	-	-	-	-
V	15.08	-	.17	.72	.98	1.42	1.33	1.03	.29	8.57	-	.10	.23	.24
W	(12.61)	.54	.09	.54	.76	.91	.55	.32	.15	4.40	2.03	.09	.26	1.97
X	(8.83)	5.08	.03	.53	.38	.26	.28	1.31	.07	.11	-	.45	.21	.12
Average costs-1980	25.64													
Average costs-1979	24.67													

COMPOSITION OF FLEETS

	Model Sizes			Air Conditioning									
	Standard %	Intermediate %	Compact %	%	Chevrolet %	Ford %	Plymouth %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Other %	% of Chev., Ford and Ply. in Fleets
A	70	25	5	99	40	5	-	11	20	20	-	4	45
B	33	53	14	-	57	8	-	3	10	9	6	7	65
C	-	-	-	100	-	-	-	-	-	-	-	-	-
D	50	30	20	99	27	12	2	18	19	9	3	10	41
E	20	65	15	-	1	1	-	-	59	-	4	35	2
F	46	-	54	98	6	3	-	5	3	73	-	10	9
G	47	45	8	80	30	3	1	-	-	-	-	66	34
H	22	70	8	99	40	32	1	4	11	4	-	8	73
I	35	60	5	100	40	20	5	5	10	5	10	5	65
J	25	60	15	-	90	2	-	-	-	-	-	8	92
K	15	60	25	100	41	7	1	3	11	8	8	22	49
L	2	58	40	-	78	10	-	-	10	-	-	2	88
M	30	46	24	98	58	4	-	10	16	10	1	1	62
N	35	50	15	100	67	10	-	10	10	-	2	1	77
O	20	70	10	90	19	43	1	3	17	4	-	13	63
P	46	38	16	99	30	17	1	5	19	7	3	18	48
Q	12	66	22	100	28	14	1	16	19	9	2	11	43
R	60	35	5	98	25	45	-	-	15	5	5	5	70
S	15	80	5	99	-	-	-	-	-	-	-	-	-
T	20	50	30	95	64	5	2	2	7	3	2	15	71
U	34	36	30	93	40	21	1	3	15	11	1	8	62
V	46	33	21	80	29	15	1	14	17	10	2	12	45
W	10	47	43	98	27	30	4	4	8	8	-	19	61
X	32	47	21	90	36	23	2	9	12	7	1	10	61
Averages - 1980	32	48	20	96	40	15	1	6	14	9	2	13	56
Averages- 1979	45	43	12	98	42	20	2	6	8	7	3	12	64

USED CAR DISPOSITION

	Reconditioning Prior to Sale			Used Cars Disposed Through						Location Where Cars are Sold	
				New Car Dealers		Used Car Dealers	Auctions	Lessees and their Employees	Retail	On the Road	Home Office
		% of cars Reconditioned	Average Amount	Sales %	Trade %	%	%	%	%	%	%
A	Yes	50	$200	-	-	50	-	-	50	-	100
B	-	-	-	-	8	70	-	-	22	-	100
C	No	-	-	-	-	84	-	16	-	5	95
D	Yes	10	75	-	-	70	-	-	30	20	80
E	Yes	80	250	20	-	45	35	-	-	10	90
F	No	-	-	-	-	97	-	-	3	1	99
G	Yes	40	250	10	-	-	5	65	20	-	100
H	No	-	-	-	-	25	60	15	-	65	35
I	Yes	100	-	-	-	15	35	40	10	-	100
J	No	-	-	50	-	20	-	30	-	-	100
K	Yes	100	300	-	-	20	75	-	5	15	85
L	No	-	-	7	-	25	24	39	5	97	3
M	No	-	-	4	-	53	5	38	-	86	14
N	Yes	75	175	5	-	55	15	25	-	30	70
O	No	-	-	3	-	45	32	20	-	60	40
P	Yes	17	457	1	-	42	1	29	27	11	89
Q	Yes	25	200	-	-	45	25	30	-	50	50
R	Yes	-	200	5	10	40	25	20	-	75	25
S	Yes	70	250	5	5	40	30	15	5	20	80
T	No	-	-	60	-	35	4	1	-	4	96
U	No	-	-	1	-	3	16	51	29	100	-
V	No	-	-	-	-	86	-	14	-	-	100
W	Yes	20	110	2	-	34	43	21	-	81	19
X	Yes	24	150	2	-	45	38	15	-	98	2
Averages - 1980				7	1	43	20	20	9	34	66
Averages - 1979				5	2	51	21	12	9	42	58

LEASING AND RENTAL ACTIVITIES

	Finance Leasing	Daily Car Rental	Daily Truck Rental	Long-term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affililiated with New Ca Dealership
							By Choice	Accommodation	
A	No	Yes	Yes	Yes	Yes	No	-	-	No
B	Yes	Yes	No	Yes	No	No	-	-	Yes
C	Yes	No	No	Yes	No	No	-	-	No
D	Yes	Yes	No	Yes	Yes	No	-	-	Yes
E	Yes	Yes	No	No	No	No	-	-	Yes
F	Yes	No	No	Yes	No	Yes	Yes	-	Yes
G	Yes	No	No	No	No	No	-	-	No
H	Yes	No	No	Yes	No	Yes	-	Yes	No
I	No	Yes	Yes	No	No	No	-	-	No
J	Yes	Yes	Yes	Yes	No	Yes	-	Yes	Yes
K	Yes	No	No	Yes	Yes	Yes	Yes	-	No
L	Yes	No	No	No	Yes	No	-	-	No
M	Yes	No	No	Yes	Yes	No	-	-	Yes
N	Yes	No	No	Yes	No	No	-	-	No
O	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes
P	Yes	Yes	No	Yes	Yes	No	-	-	Yes
Q	Yes	Yes	Yes	Yes	Yes	No	-	-	No
R	Yes	No	No	Yes	Yes	Yes	-	Yes	Yes
S	Yes	Yes	No	No	Yes	Yes	-	Yes	No
T	Yes	Yes	No	Yes	Yes	Yes	Yes	-	No
U	Yes	No	No	Yes	Yes	No	-	-	No
V	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
W	Yes	No	No	Yes	Yes	Yes	-	Yes	Yes
X	Yes	Yes	No	Yes	Yes	Yes	Yes	-	No

RECORD KEEPING METHODS

Less than 1000 cars	Non-mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System (Computer)	
			Service Bureau	Own Installation
A				X
B				
C			X	
D				X
E				X
F	X	X		
G	X			
H			X	
I	X			
J		X		
1000 - 1999 cars				
K				X
L			X	X
M				X
N	X		X	
O				X
Over 2000 cars				
P				X
Q		X	X	
R	X		X	
S				X
T				X
U				X
V				X
W				X
X				X